

**General Services Administration
Federal Supply Service
Authorized Federal Supply Schedule Price List**

Mission Oriented Business Integrated Services (MOBIS)
Solicitation Number: TFTP-MC-000874-B – Refresh Number 16:
Schedule 874



MGR Consulting, Inc.
3000 N Sheridan Rd, Suite 9C
Chicago, IL 60657
+1 773-330-2064
www.mgrconsulting.com

Contract Number: GS-02F-0175X

Contract Period: May 31, 2011 through May 31, 2016

Business Size: Small, Disadvantaged, Women-Owned, Veteran-Owned

DUNS: 783564867

NAICS: 541611, 541612, 611430

Special Item Numbers (SIN):

- 874-4: Training Services: Instructor Led Training

Contact:

Gary Rush, IAF CPF
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+1 773-330-2064

On-line access to contract ordering information, terms and conditions, up-to-date pricing, and the option to create an electronic delivery order are available through *GSA Advantage!*, a menu-driven database system. The Internet address for *GSA Advantage!* is GSAAdvantage.gov.

For more information on ordering from Federal Supply Schedules click on the FSS Schedules button at fss.gsa.gov.

About MGR Consulting, Inc.

We have been in business since February 1985 when Gary Rush, IAF CPF founded MG Rush Systems, Inc. He ceased operations of MG Rush Systems, Inc. in June 2004 to become a restaurateur. In June 2005, after a one-year absence, Gary returned re-instating his company MG Rush Systems, Inc. and renaming it MGR Consulting, Inc. Millie (M) and Gary (G) Rush (R) are now MGR Consulting.

We are a recognized leader in the field of Facilitation and Facilitator Training. Our training gives you effective leadership, business, and interpersonal skills. *It helps build your skills and confidence. It develops Collaborative Leaders.*

Our *FoCuSeD™* classes are geared towards all people. In addition to developing highly successful Facilitators, our *FoCuSeD™* Facilitator classes provide effective *Facilitator Skills*, to enhance what you do, to Project Managers, Business Analysts, Quality Analysts and others working in Project Management, Business Analysis, Six Sigma, CMMI, TQM, and other quality initiatives as well as to HR Professionals, Strategic Planners, and others who will facilitate planning and a variety of business situations. *They enhance whatever you do wherever you go in business and in life.*

Gary Rush, IAF Certified™ Professional Facilitator (CPF), Founder and President of **MGR Consulting** attended the U.S. Naval Academy. He has managed projects since 1980, been facilitating since 1983, and training since 1985. He improves client business performance through effective application of exceptional facilitation processes. *He is a recognized leader in the field of facilitation, Facilitator training and continues to be the leading edge in the industry by continuing as a practicing Facilitator.*

As a Trainer, Gary is amongst the most successful and influential Facilitator Trainers in the world. He teaches *The FoCuSeD™ Facilitator Academy* and *FoCuSeD™ On...* He teaches specific “how to”; he provides detailed facilitation and process tools and, as an IAF CPF Assessor, he covers the IAF Core Facilitator Competencies. *His alumni are amongst the most successful and influential leaders. They often tell us how much Gary has changed their lives.*

For more information about **MGR Consulting, Inc.**, see our website: www.mgrconsulting.com.

Pricing Matrix

SIN 874-4 Training Services: Instructor Led Training

"A Facilitator is a content neutral person who guides the group to consensus using effective processes to enable a group to make effective decisions while supporting a collaborative and respectful environment that encourages full participation and helps groups overcome barriers to accomplish their task. The Facilitator is responsible for the Context." (Rush, 2011, p 1).

An IAF Certified™ Professional Facilitator (CPF) is a credentialed Facilitator who has demonstrated evidence of meeting the IAF Core Facilitator Competencies.

Some training programs provide “soft” skills that enable people to work together, but don’t teach “how to” build a product. Other training programs provide “process” skills that enable people to build a product, but don’t teach “how to” enable people to work together. *FoCuSeD™* defines the seamless integration of process and group dynamics expanding processes to cover any group activity applicable in business and in life. You must pro-actively plan the emotional group cycle along with the workshop process to build a product – one without the other is fruitless. This is the essence of *FoCuSeD™*.

- All of our classes provide consistency in terminology, models, and concepts that are built upon the fundamental principles of facilitation – *they share ideas using a consistent basis of understanding. This ensures that everyone holds the same fundamental principles.*
- You learn “how to” effectively combine Relationship Behavior and Task Behavior to drive out task success along with team performance.
This ability is critical to bringing people together to accomplish a task.
- All of our classes provide specific tools to improve communication to meet project needs.
This ensures support and commitment from stakeholders.
- All of our classes are effective, comprehensive, and provide a complete set of skills, knowledge, and practice that your staff is able to apply and use immediately upon completion.
This ensures that what is learned, is immediately applicable.

Training Services – Private/On-Site

Course Name (Click on Course name for description)	Number of Training Days	GSA Price – Per Person	Number of Participants (min-max)	GSA Volume Discount
<u><i>The FoCuSeD™ Facilitator Academy</i></u>	5	\$1,758.97	6 – 12	10+ attendees - \$1,585.00 per person
<u><i>The FoCuSeD™ Advanced Class</i></u>	2	\$653.06	10 – 100	20+ attendees - \$588.00 per person
<u><i>FoCuSeD™ On...</i></u>	3	\$1,257.75	6 – 12	10+ attendees - \$1,135.00 per person
<u><i>The FoCuSeD™ Leader</i></u>	4	\$1,187.88	10 – 20	10+ attendees - \$1,070.00 per person

<u><i>FoCuSeD™</i> Facilitating Teleconferences</u>	1 ½	\$780.00	10 – 20	15+ attendees - \$702.00 per person
<u><i>FoCuSeD™</i> Facilitative Skills</u>	1	\$383.00	6 – 20	11 + attendees - \$345.00 per person
<u>Data Modeling Made Easy</u>	2	\$635.00	8 – 20	15+ attendees - \$572.00 per person

Private/On-Site Class Notes:

- Contact [Gary Rush](#) to schedule a Private/On-Site class.
- Client provides the classroom, 2 flip charts with pads of paper, 1 projector screen, and optional refreshments for their students.
- Prices exclude reimbursable travel expenses – travel is invoiced following Federal Travel Regulations.

Training Services – Public/Off-Site

- We offer public, open enrollment classes in Chicago, Austin, Hartford, and San Jose.
- See [Public Class Dates & Info](#) on our website.

Course Name (Click on Course name for description)	Number of Training Days	GSA Price – Per Person fee for 1 attendee	GSA Price – Per Person fee for 2 or more attendees at same class
<u><i>The FoCuSeD™</i> Facilitator Academy</u>	5	\$1,941.72	\$1750.00
<u><i>The FoCuSeD™</i> Advanced Class</u>	2	\$653.06	\$588.00

Public/Off-Site Class Notes:

- Fee covers training, materials, continental breakfast, and lunch.
- Additional costs include travel, hotel, and dinner. Public classes are taught at a hotel and MGR Consulting, Inc. has a block of rooms at the hotel at a reduced rate. Contact [MGR Consulting, Inc.](#) for applicable hotel rates.

The *FoCuSeD*TM Facilitator Academy | 5-Days

[Click here for detailed course description](#)

Abstract

This highly interactive class covers effective Facilitator Skills and tools necessary to facilitate *any situation in business and in life*.

- What is Facilitation? What's the history? When is it used?
 - What do Facilitators do?
 - How do you deal with Participants – the good, the bad, and the ugly?
 - Where do diversity and thinking/learning styles fit?
 - How do you design a *Holistic Process* for workshops?
 - How do you build an effective Annotated Agenda?
 - How do you fit facilitated workshops into projects?
 - How do you fit facilitated workshops into a variety of business situations?
-

Objectives

The *FoCuSeD*TM Facilitator Academy is designed so that the students will be able to:

- Perform as effective *FoCuSeD*TM Facilitators immediately upon completion.
 - Demonstrate an understanding of *FoCuSeD*TM, its components and processes.
 - Know “**how to**” incorporate their new Facilitator skills and tools.
 - Facilitate a variety of workshops.
 - Demonstrate a level of proficiency in basic facilitation skills.
 - Guide others to come together and accomplish something.
 - Use effective *FoCuSeD*TM Facilitator skills in business and in life.
 - Understand the *IAF Core Facilitator Competencies* and what they need to do to achieve them (see *Becoming an IAF CPF* – www.mgrconsulting.com).
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The **FoCuSeD™** Advanced Class | 2-Days

[Click here for detailed course description](#)

Abstract

As Facilitators, we have a lot of issues to manage. Last minute changes from the client – topic, participation, or logistics can wreak havoc on your plans and the effectiveness of the workshop. How do you manage them and remain effective? As Facilitators, we use a variety of group exercises and tools to engage Participants, gather information, enhance group dynamics, enhance creativity, and manage norms. Designing these group exercises requires thought. This class explores the how and the why. Topics include:

- Last minute changes or problems– how do you manage them?
 - How do you design group exercises to deal with a variety of situations?
 - How do you use exercises to facilitate real time last minute changes?
 - How do you make the group exercises relevant and engaging?
-

Objectives

*The **FoCuSeD™** Advanced Class* is designed so that the students will be able to:

- Deal with real time last minute changes and still facilitate a successful workshop.
 - Design their own group exercises.
 - Adapt group exercises for a variety of situations.
 - Share ideas and learn from others.
-

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FoCuSeD™ On... | 3-Days

[Click here for detailed course description](#)

Abstract

This highly interactive class covers effective Facilitator Skills and tools necessary to facilitate *the overall business management strategy into the product solutions so needed for business success – achieving support and commitment from their stakeholders.*

- What is Facilitation? What is the history? When is it used?
- What do Facilitators do?
- How do you deal with Participants – the good, the bad, and the ugly?
- Where do diversity and thinking/learning styles fit?
- How do you design a *Holistic Process* for workshops?
- How do you build an effective Annotated Agenda?
- How do you fit facilitated workshops into projects?

Objectives

FoCuSeD™ On... is designed so that the students will be able to:

- Perform as effective *FoCuSeD™ Facilitators* immediately upon completion.
- Demonstrate an understanding of *FoCuSeD™*, its components and processes.
- Know “**how to**” incorporate their new Facilitator skills and tools.
- Facilitate a variety of workshops.
- Demonstrate a level of proficiency in basic facilitation skills.
- Guide others to come together and accomplish something.
- Use effective *FoCuSeD™* Facilitator skills in business and in life.
- Understand the *IAF Core Facilitator Competencies* and what they need to do to achieve them (see *Becoming an IAF CPF* – www.mgrconsulting.com).

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The **FoCuSeD™** Leader | 4-Days

[Click here for detailed course description](#)

Abstract

This highly interactive class explores what is “leadership”, how is it different from “management”, and how do you lead. Topics include:

- What is Collaborative Leadership and how do you use it to inspire collective action?
 - Leadership Skills – leading people, paradigms, conflict, empowering, presentation skills, and active listening
 - Leading Groups – strategic thinking, communication, diversity, leadership styles, team characteristics, and the group life cycle
 - Leadership Behaviors – Leadership styles, behaviors, and thoughts on leading.
-

Objectives

Upon completion, students will be able:

- To define “Collaborative Leadership”.
 - To develop Leadership skills to inspire collective action.
 - To become comfortable in a position of leadership.
 - To recognize effective Leaders.
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FoCuSeD™ Facilitating Teleconferences | 1 ½ Days

[Click here for detailed course description](#)

Abstract

This highly interactive class teaches “how to” conduct effective and productive teleconferences to collectively achieve a goal or accomplish a task:

- It gives you effective interpersonal skills.
 - It provides facilitation tools to improve communication, commitment, and support.
 - It develops effective *Active Listening* skills to successfully turn “problem” people into productive contributors.
-

Objectives

FoCuSeD™ *Facilitating Teleconferences* is designed so that the students will be able to:

- Turn “problem” people into productive contributors.
 - Use effective facilitation skills to conduct effective and productive teleconferences.
 - Develop clear and effective meeting agendas.
 - Begin developing a tool kit of usable tools to successfully deal with team members and stakeholders.
 - Virtually facilitate effective, productive, and enjoyable teleconferences.
-

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FoCuSeD™ Facilitative Skills | 1-Day

[Click here for detailed course description](#)

Abstract

This highly interactive class:

- Gives you effective interpersonal and presentation skills.
 - Builds your skills and confidence to become successful collaborators.
 - Provides facilitation tools to improve communication, support, and commitment.
 - Develops effective *facilitation skills* to successfully run meetings and turn “problem” people into productive contributors.
 - Develops effective *Active Listening* skills.
-

Objectives

FoCuSeD™ Facilitative Skills is designed so that the students will be able to:

- Turn “problem” people into productive contributors.
 - Develop effective *facilitation skills* to supplement their job skills.
 - Begin developing a tool kit of immediately usable tools to more successfully deal with team members and stakeholders.
 - Improve interpersonal and presentation skills.
 - Take back strategies for how to use effective *facilitation skills* upon returning to work and overcome resistance in your new role.
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Data Modeling Made Easy | 2-Days

[Click here for detailed course description](#)

Abstract

This class provides an overview of Data Modeling to enable Managers and Analysts to explain it to others as well as be able to build a basic Data Model. Topics include:

- What is Data Modeling – Why do we do it?
 - When do you build a Data Model?
 - How does a Data Model relate to other types of models?
 - How do you build a Data Model?
-

Objectives

Upon completion, the students will be able to:

- Describe why to build a Data Model – from a business perspective.
 - Accurately build a basic Data Model with business.
 - Know the various terms and components of a Data Model.
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Customer Information

- 1a Item – See **Pricing Matrix**.
- 1b Lowest Price – See **Pricing Matrix**.
- 1c Hourly Rates – Not Applicable
- 2 Maximum Order: \$1,000,000.00
- 3 Minimum Order: \$500.00
- 4 Geographic coverage: Worldwide
- 5 Point of production: Chicago, IL
- 6 Discount: Prices are net. Volume discounts apply for multiple people attending an off-site class and for larger groups for on-site classes. Volume discounts are 10%.
- 7 Quantity Discounts:
 - 1% - purchases over \$20,000 in a calendar year.
 - 2% - purchases over \$50,000 in a calendar year.
 - 3% - purchases over \$100,000 in a calendar year.
 - 4% - purchases over \$150,000 in a calendar year.
 - 5% - purchases over \$200,000 in a calendar year.
- 8 Prompt payment terms: None.
- 9a Government purchase cards are accepted at or below the micro-purchase threshold. This applies to any off-site class.
- 9b Government purchase cards are accepted above the micro-purchase threshold.
- 10 No foreign items are included.
- 11a Time of delivery: On-site classes may be delivered with 10 workdays notice. Off-site registration is subject to public schedule of classes and seat availability.
- 11b Expedited Delivery: Not Applicable
- 11c Overnight and 2-day delivery: Not Applicable
- 11d Urgent Requirements: Agencies can contact the contractor's representative to affect a faster delivery.
- 12 F.O.B. point is delivery.
- 13a Ordering address: 3000 N Sheridan Rd, Suite 9C, Chicago, IL 60657
- 13b For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPA's) are found in Federal Acquisition Regulation (FAR) 8.405-3.
- 14 Payment address: 3000 N Sheridan Rd, Suite 9C, Chicago, IL 60657

- 15 Warranty provision: Not Applicable
- 16 Export packing charges: Not Applicable
- 17 Terms and conditions of Government purchase card acceptance: see paragraphs 9a and 9b above.
- 18 Terms and conditions of rental, maintenance, and repair: Not Applicable
- 19 Terms and conditions of installation: Not Applicable
- 20a Terms and conditions of repair parts: Not Applicable
- 20b Terms and conditions for other: Not Applicable
- 21 Service and distribution points: Not Applicable
- 22 Participating Dealers: Not Applicable
- 23 Preventive maintenance: Not Applicable
- 24a Special attributes: Not Applicable
- 24b Section 508 compliance: Not Applicable
- 25 DUNS Number: 783564867
- 26 MGR Consulting, Inc. is registered in the CCR database – Cage Code: 1XRY8.
- 27 Uncompensated Overtime: Not Applicable

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